

## Message Text

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ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 COME-00 DOTE-00 /017 W

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R 250958Z MAR 75

FM AMEMBASSY ISLAMABAD

TO AMEMBASSY LONDON

INFO AMEMBASSY BEIRUT

AMCONSUL KARACHI

SECSTATE WASHDC 9310

UNCLAS ISLAMABAD 2528

E.O. 11652: N/A

TAGS: BEXP, ETRD, PK

SUBJ: CHRYSLER REQUEST FOR ASSISTANCE

1. SUMMARY. CHRYSLER AREA DIRECTOR REQUESTS ASSISTANCE IN HAVING ENGLISH FIRM, PERKINS, DELIVER 2,000 DIESEL ENGINES AS CONTRACTED FOR 2,000 DODGE TRUCKS CURRENTLY BEING BUILT IN THE UNITED STATES FOR DELIVERY TO PAKISTAN. PERKINS CONSIDERABLY BEHIND SCHEDULE. CHRYSLER REP FEARS FAILURE DELIVER TRUCKS ON SCHEDULE OR WITHIN REASONABLE TIME THEREAFTER WILL RESULT NOT ONLY IN CANCELLATION OF DOLS 13.2 MILLION ORDER BUT COULD JEOPARDIZE PROSPECTS FOR BOTH CHRYSLER AND PERKINS FOR ANY FUTURE SALES IN PAKISTAN. END SUMMARY.

2. E.S. CLYMER, CHRYSLER MIDDLE EAST AREA DIRECTOR BASED IN BEIRUT, REPORTS THAT CHRYSLER CONTRACTED WITH GOVERNMENT-OWNED FIRM TO PROVIDE 2,000 TRUCKS FOR ASSEMBLY IN PAKISTAN. DELIVERY WAS TO BE 200 UNITS PER MONTH BEGINNING OCTOBER 1974 AND COMPLETED JULY 1975. TRUCK BODIES ARE CURRENTLY BEING BUILT IN THE UNITED STATES. DIESEL ENGINES ARE TO BE SUPPLIED BY PERKINS COMPANY OF ENGLAND. MANUFACTURE OF TRUCK BODIES IS ON SCHEDULE BUT PERKINS HAS SUPPLIED ONLY 116 ENGINES AND RECENTLY ESTIMATED THEY WOULD BE ABLE TO FURNISH ONLY 775 ENGINES BY JULY 1975 WHEN PROGRAM IS SCHEDULED TO BE COMPLETED.

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3. CLYMER STATED THAT POOR PERFORMANCE ON THIS ORDER

PREVENTED CHRYSLER FROM RECEIVING ADDITIONAL PAK ORDER FOR 2,000 TRUCKS. MOREOVER, HE BELIEVES THAT DELAY MAY RESULT IN CANCELLATION BY GOVERNMENT-OWNED COMPANY OF PRESENT DOLS 13.2 MILLION CONTRACT.

4. CLYMER REQUESTS EMB ASSISTANCE TO PERSUADE PERKINS TO DELIVER DIESEL ENGINES AS SCHEDULED OR TO AT LEAST EXPEDITE AS HE BELIEVES THAT NOT ONLY PRESENT DOLS 13.2 MILLION ORDER IS IN JEOPARDY BUT THAT POOR PERFORMANCE IN FULFILLING THIS ORDER COULD RESULT IN NO FUTURE BUSINESS IN PAKISTAN FOR BOTH CHRYSLER AND PERKINS.

5. WE AGREE THAT CURRENT DOLS 13.2 MILLION ORDER FOR 2,000 TRUCKS IS SIGNIFICANT IN ITSELF AND THAT FAILURE TO PERFORM SATISFACTORILY ON THIS ORDER COULD JEOPARDIZE ANY FUTURE SALES FOR CHRYSLER IN PAKISTAN. THEREFORE, WE WOULD APPRECIATE ANY ACTION EMB LONDON MAY BE ABLE TO TAKE TO PERSUADE PERKINS TO EXPEDITE SHIPMENT OF DIESEL ENGINES. EMB LONDON MAY WISH TO DISCUSS THIS MATTER WITH T.A. COUPE, EXECUTIVE DIRECTOR, CHRYSLER INTERNATIONAL, 20-40 KENSINGTON HIGH STREET, LONDON, TELEPHONE 9378044.

6. PLEASE INCLUDE EMB BEIRUT ON DISTRIBUTION OF ANY REPLY TO THIS MESSAGE AS CLYMER IS RETURNING TO HIS BEIRUT HEADQUARTERS IN NEXT SEVERAL DAYS.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRUCKS, DIESEL ENGINES  
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**Disposition Case Number:** n/a  
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